PRICE FIVE CENTS

HERMAN E. MARTENS. GREAT ROOM SALE OF WALL PAPER

TUESDAY, FEBRUARY 23.

The day after to-morrow, Tuesday, February 23, from 9 a. m. until 4 p. m., our store will be the scene of the GREATEST WALL-PAPER SALE ON RECORD. Just think of it, Paper and Border for a room for 60 CENTS, not "brown blanks," "old goods," or "short rolls" (we have not a roll in stock), but new designs and colorings, and over 600 patterns to select from, a majority of which have been wrapped ready for immediate delivery.

Each bundle contains enough Paper and Border for a room 12 feet square and 9 feet high. Extra rolls of ceilings, sides and yards of border can be had at 50 per cent. off from usual selling price on this day.

PRICES THAT HAVE NEVER BEEN EQUALED BEFORE.

10 Rolls White Blank Paper and 16 yards 9-inch ? Border to match

10 Rolls White Blank Paper and 16 yards 8-inch ? Border to match......

10 Rolls Gilt Paper and 16 yards 9-inch Border to match

10 Rolls Gilt Paper and 16 yards 9-inch Border) to match.....

75C **\$1.00**

60c

75C

20 EXTRA SALESMEN.

PRICES THAT NEVER WILL BE EQUALED AGAIN.

10 Rolls Gilt Paper and 16 yards 18-inch Border } to match.....

10 Rolls Gilt Paper and 16 yards 9-inch Border to match

10 Rolls Gilt Paper and 16 yards 18-inch Border to match.....

10 Rolls Gilt Paper and 16 yards 18-inch Border } to match, very fine

\$1.50

\$1.00

\$1.50

EXTRA DELIVERY ARRANGEMENTS

As this sale will be carried on at a loss in order to draw the public's attention to our new stores, we have decided to open our doors at Q a. m. and close at exactly 4 p. m.

DON'T FORGET THE DATE, TUESDAY, FEB. 23.

HERMAN E. MARTENS.

: CORNER PENNSYLVANIA AND MARKET STREETS. :.

URUGUAY AND ITS PEOPLE

Smallest but Most Favored and Prosperous of South American Republics.

Physical and Political Characteristics of the Country, with Something Concerning Its Soil, Products and People.

MONTEVIDEO, Urugusy .- A traveler, fresh from the western side of South America, views the Atlantic coast with disappointment, for to him its boundless plains and majestic rivers appear tame and unattractive by contrast with Andean scenery. He is also struck by a marked difference in the general look of the towns: for while people under the shadow of the great Cordillera live in constant fear of earthquakes. and, therefore, build none but low, thick walls, those on the eastern side, having no such dread, rear houses as high as their means will allow. But there are compensations, even for lack of picturesqueness. The archmologist, the naturalist, the lover of nature may find solace in the thought that though the antiquities of Peru, the solemn grandeur of Bolivian scenery and the diversified beauties of Chili are wanting, industrial development has made much more rapid progress on the eastern shores. Numerous railway lines traverse the great plains, and ships of all nations ply the rivers; so that now he may accomplish in a few weeks' time and at trifling cost expeditions which formerly required years of laborious travel and the expenditure of a fortune. One misses the rambling old casas of Lima, Santiago, Guayaquil and Arequipa-with their Moorish patios or inner court-yards, their blank walls turned street-ward, hiding fountains and flowers and loveliness within. The more ambitious houses of Montevideo and Buenos Ayres have flat roofs, commanding are also unwerked, and most of that used a wide sea view, and are the favorite in Uruguay is imported from Cardiff, at resort of the inmates in fine weather. Most of them have a sort of watch tower. | ton. called a mirador, roofed and windowed on all sides, wherein-however rains may beat or winds may blow-idle people may still take note of their neighbors' affairs and enjoy the prospect of busy streets and Closer acquaintance with this remote re-

public continually develops new cause for wonder and admiration. Though comparstively raknown to the world. Uruguay 18 not only the most favored section of South America as regards climate, soil and geographical position (and therefore the most desirable as a place of residence for foreigners), but it is already the most prosperous, and destined, by reason of its natural advantages, to become the most important in point of commerce. Let us first get an idea of its physical character and immediate surroundings. Consulting a map, you will find the little cone-shaped piece named Urug Argentine Republic, the dividing line being the La Plata and Parana rivers, while Brazil bounds it on the northeast and the Atlantic ocean washes its southwest. Though containing only about sixty-three thousand geographical miles, it has a ses and river coast of 626 miles, with many natural harbors. No section of the globe is more abundantly watered, there being thirty navigable rivers, which receive as many as fifteen hundred tributaries, forming a net-work of streams in all directions; not to mention numerous small

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swampy spot in all Uruguay, nor an acre of soil where agriculture is retarded by ex-

HOW THE COUNTRY IS DIVIDED. Physically the country is divided into three distinct sections-first, that portion below the Rio Negro, whose water-shed covers three-fourths of the territory, rising in Brazil and running transversely across to its junction with the Uruguay river. This southwestern corner contains Montevideo and about one-half of the entire population. It is grassy and undulating, extremely fertile, and diversified by hills. It is occupied entirely by rich estencias, or ranches, most of them devoted to the raising of sheep and cattle. The northern portion is the mineral region, composed of pluand well wooden. The range divides into two chains, known, respectively, as Cuchilla Grande (great knife) and Cuchilla Hædo. There is also another rugged range, called Ghost mountains, of which no geological survey has ever been made. The northern hills are composed of gness and granite, prophyry and sandstone, and within them are found most of the mineral deposits-gold, silver, copper, lead, magnesia, amethyst, agate, alabaster and marble. A corporation called the "Gold Mining Company of Uruguay" holds a government concession in the district of Cunaperu, extending over thirtysix hundred superficial hectares, and is projecting the acquisition of new mines: has a concession of 2,500 hectares in the district of Corrales; and during the last half year, with less than a hundred laborers, has extracted 2,000 tons of mineral. Pan de Azucar (Sugar-loaf) mountain are now in active operation; but all the good deal of argentiferous lead, which the early Spaniards mistook for silver. At the Paris exposition sixty different varietensions to elegance has its marble entrance, hall-flooring, dadoes, and grand stairway of the same beautiful material; and a great deal of it appears on the facades of both public and private buildings. Yet. strange to say, it is nearly all imported, though vast quantities of the finest marble lie within a few miles of the city. The great coal fields of the northern provinces an average cost, when delivered, of \$15 the

The climate is by no means tropical, the and, therefore, do not raise many of them.

age. In Uruguay, as well as in Argentina, the pastoral wealth is due to the fertilizing

associated with gigantic antediluvian animals, whose remains abound in these regions. There are few forests except along the river banks, and the Sierras have no trees worth mentioning. But every hill-side is covered with shrubs—myrtle, acacia, rosemary, mimosa and the cribo, with its scarlet blooms, while the valleys are fragrant with bay and laurel and carpeted with crimson verbenas and other

tonic ranges, inclosing wide valleys, fertile and the "Corrales Gold-mining Company" Two copper mines near the foot of remain unworked. There is a ties of "Uruguay marbles" were shown. In Montevideo every house with any pre-

thermometer seidom marking as high as 900. and in midwinter (June and July) frosts are frequent, though never severe enough to injure vegetation. The air is pure and dry, even in Montevideo, situated directly on the sea, and the country is regarded as a sanitarium by ague-troubled Argentines and fever-stricken Brazilians. Since Urugnay lies within the temperate zone, its fruits are much like those of the United States-apples, cherries peaches, etc. Strawberries grow to surprising size, and are sold by the dozen, never by measure. "Green gages," too, are enormously large. and, being prized by good housewives for putting up in brandy, come high in market-15 cents the dozen. "Water pears," maturing in February, retail at 30 cents the dozen, and often average a pound apiece in weight. Lenions. oranges, grapes and other semi-tropical fruits abound. Nowhere do vegetables come to such perfection with so little trouble, and, therefore, they are cheap, but potatoes are scarce and dear, though climate and soil are admirably adapted to their growth, because the natives have not learned to include them in the daily menu.

GRASSES, FLOWERS AND TREES. Grasses remain green and succulent the year round, furnishing the best of pasturconsiderable size. Yet there is not a constituents of "pampa mud," geologically | triarchal people. They have been sup- | charitable intent.

peted with crimson verbenas and other brilliant flowers. Medicinal plants are particularly numerous, including the poppy, gentian, camomile, wormwood, liquorice balsam, corianders and sarsaparilla. Some of the rivers are so impregnated with the is blackened by the sarsaparilla growing along its banks. Among indigenous trees are the willow, alder, poplar, acacia and alor. The absence of pine, oak and fir is singular in a temperate zone, but those trees utterly refuse to grow in Uruguay,

though often planted and nursed by foreigners. Within the last quartercentury the encalyptus has been introduced from Australia; and now in the environs of Montevideo there are hundreds of groves and hedges of this ugliest tree on earth-gaunt, scraggy, worm-dropping, their long roots upturning pavements and foundation walls, and impoverishing the soil for yards around so that nothing else will grow in their neighborhood. There is also the algarroba tree, from whose pods the natives distill a kind of chicha, not at all like the chicha of Peru and Chili made from corn, wheat or grapes. The treets said to make excellent timber, and cattle thrive upon its leaves and buds. Then there is the timbo tree, in great demand for canoes, its big trunk, which is generaly hollow, being easily scooped out, when the rude boat is ready for the fisherman. The black and white urunday is a near relation to rosewood, furnishing logs often fifty feet long. It is said to resist decay in a most remarkable manner, posts and beams of it remaining sound after two centuries of use. It is capable of beautiful polish, as is also the mimosa and aloe. The quebracho is akin to sandal-wood; the guayabo is a substitute for boxwood; and palms of several varieties furnish the poorer classes with thatch for their houses. The long, tough leaves make excellent

roofing, shedding rain perfectly. There are no scorpions, centipedes or tarantulas here to frighten unwary travelers, but enormous spiders are alarmingly common, and are said to be venomous. The only dangerous reptiles are rattlesnakes. and they are chiefly confined to the stony lands of Las Minas; and a queer little viper called "la vivora de la Cruz," because on its head are marks in the form of a cross. Pumas are found near the Brazilian frontier and along the banks of the larger rivers: the ounce (pronounced ween-ce), a small tiger, roams the wooded islands; there are wild-cats waterhogs, tapirs, deer, foxes, and millions of the little armadillos ("ant-eaters," here called mulitas, or "little mules")-sole remnants of the ancient mastodons and mylodouns. The ostrich (Rhea Americana) roams the plains. There are paroquits in the thickets and water fowl on the lagoons: partridges, quail, several specimens of the vulture tribe, and tall, lean, ruffled crows. The streams are full of fish, and it is asserted that 180 species are found on the sea-

Politically the country is divided into nineteen departments, that of Montevideo being smallest, though it contains onequarter of the total population. The original Indian element has almost disappeared from Uruguay; and so has the negro population, which at one time was considerable. All this section was once occupied by the Guaranis, who ranked next to the Incas and Araucanians as among the best of the South American races. They were still numerous when the Jesuit missions were destroyed (in 1767), and, having been trained by the priests to habits of implicit obedi-

planted by half-breeds, from whose ranks come the class known as "Guachos;" and the Guachos, in their turn, are being rapidly supplanted by European immigrants.

WOMEN OF THE COUNTRY. In "Bates's Compendium of Geography and Travel in South America" you will find

peted with crimson verbenas and other brilliant flowers. Medicinal plants are particularly numerous, including the poppy, gentian, camomile, wormwood, liquorice balsam, corianders and sarsaparilla. Some of the rivers are so impregnated with the roots of the latter as to posses sanitary qualities for bathing purposes, and the people who drink their waters are said to be exempt from any skin diseases arising from impurities of the blood. The great Rio Negro (Black river) got its name from the fact that at certain seasons of the year it is blackened by the sarsaparilla growing life, whether joined in lawful wedlock or not, is to be praised. Industrious and cheerful, they are up betimes to fetch water, always walking Indian file down to the river, with their great pitchers balanced on their heads. When empty these are poised in graceful attitudes, the bear ers walking confidently erect with their firm steps. Their only garment is a white gown reaching to the calves, a cord serving the pur-pose of a girdle, leaving neck and shoulders un-covered. They do not encumber themselves with pockets or baskets, but carry in the bosom of their gown eigars, money and other trifles that are usually consigned to feminine pockets. The present mixed race of Uruguayans are famed for physical beauty and also for more energy, perseverence and true courage than most South Americans possess. Their standard of morals is also exceptionally high; and for commercial integrity hospitality, refinement and courtesy, the typical Montevidean is surpassed by none. Deformities are almost unknown in Urnguay, and there is hardly a mendicant in all the land-an agreeable contrast to the loathsome and importunate awarm of the blind, and halt, and lame, and lazy of other portions of Spanish America. Here the Juarani blood, mixed with that of the Canary islands, the Basque provinces-Catalonia, Navarre and Galacea-has produced a better class of the half-breeds than the Cholos and Mestizas of the western During the last two or three decades a

number of agricultural colonies have been established in different parts of Uruguay. with more or less success. There used to be a board of immigration, and a good deal of money was spent in inducing foreigners to come here and getting them well settled in life; when, nine times out of ten, soon as they had realized a little money, they hastened back to fatherland to enjoy it. Notable exceptions are the prosperous Swiss and Italian colonists in the province of Colonia, and the thrifty Basques and Canary islanders, who have carried agriculture to a high grade in the department of Canelones. Of late years there has been no direct attempt made to induce immigration, the government wisely preferring voluntary recruits of the sort, though their numbers be fewer. The prosperous colonies long ago outgrew the space allotted to them; but, owing to the irregular appropriations of public lands, little remains to bestow on settlers, native or foreign, except at the exorbitant rates demanded by speculators. In the interior of Uruguay, as in Paraguay, Brazil and part of the Argentine, the ancient Guarani language is still much spoken, even by the whites. Its slender vocabulary resembles the Tupi dialect of Amazonian tribes so closely that the two have been combined into a sort of trade language, called Tupi-Guarani. The old Jesuits reduced it to a system, and printed grammars and dictionaries may yet be found in the FANNIE B. WARD.

To Save a Life.

It is not often that the opportunity offere to save a human life by the payment of \$5; but it is estimated that for every five dollars' worth of food that may be brought within the reach of our fellow-creatures in

MR. BOK'S LITERARY GOSSIP

Mrs. Humphrey Ward's New Novel Is Too Sad and Is Not a Popular Success.

Prices Paid Authors Who Deliver Lectures-Will Carleton's Dilemma-A Carlyle Sensation-Literary Talk and News.

NEW YORK, Feb. 19 .- Mrs. Humphrey Ward's new novel is not a success—that is, so far as the sale of the book and public interest in it are concerned. The English have received the book, "David Grieve," with open arms, rushed it through three large editions within two weeks, but the American edition has not done so well. Of course the advance orders for the book were large, as would be those for the subsequent work of any author following such a success as "Robert Elsmere" had. But the demand has already fallen off, and public interest in the book is only moderate. Of course, many will read the novel because it is written by the author of "Elsmere," but to the great majority of people it will be a disappointment. The general feeling about the story, so far as I have been able to learn, is that it is too somber. shadow seems to be over every page. It teaches striking lessons, but only to the scholar. Upon the mind of the great reading public it leaves an unpleasant recollection. As a piece of literary work the novel will rank high, and, from a purely artistic stand-point, it is superior to "Robert Elsmere." But, as a popular success, the book is a failure-more to those financially interested than to the public, to whom it is simply a disappointment.

REPEATING A LITERARY SUCCESS. Mrs. Ward's novel simply demonstrates anew the difficulty, yea, the impossibility, of repeating a popular anccess in the literary world. To be the author of a popular "hit" is undoubtedly an advantage, since it heightens a writer's commercial value in the eyes of publishers and editors, and insures a certain sale for his subsequent work. But, on the other hand, it is likewise a disadvantage. In Mrs. Ward's case, the public expected another "Robert Elamere," and it has not received it. Hence, there is disappointment. The standard was set by the first; it suffers by the second. The great public at large does not stop to consider that a success such as "Robert Elsmere" is made by an author only once in a lifetime and that few writers repeat their great success. wonder that feels a trepidation towards launch his new novel. "Ben-Hur" did wonders for General Wallace's literary reputation, but it has also set a difficult standard for his next book. Mrs. Burnett might write juyenile stories by the ream. nt she will never repeat the success of "Little Lord Fauntleroy." Elizabeth Stuart Phelps has written scores of short stories, but none have come within hailing distance of "The Madonna of the Tube." Thomas Nelson Page has never done anything so good as "Marse Chan," nor can Frank Stockton probably ever write a short story which will arouse such public interest as did "The Lady, or the Tiger!"
And there are scores of other instances
which could be brought forth to demonstrate the difficulty of repeating a great literary success. A single book has often carried an author through an entire Russia who now stand on the brink of literary career, and this can well be if he is starvation a life will be saved. There | careful not to show the public that he has

writings of many an author to-day. A literary reputation made upon a single piece of work is a precarious one, and only a few know how to husband and nourish it.

AUTHORS ON THE PLATFORM.

Where years ago writers coupled some

other profession-often a widely different one-to that of authorship, in order to make the art of living less of a problem, the tendency now is to adopt the platform, and appear in the role of reader or lecturer. And in the majority of cases the platform is a much better money-maker to

the author than either the magazine editor or the book publisher. In fact, as one prominent writer confessed to me a few days ago, authors are writing much of their wares with the point of how they will read. Fortunately, many of our authors read as well as they write, else the public ear might often be jarred, and the path of the author be made a trifle more ugged. For it is an undoubted fact that to many of our authors the rostrum is a most lucrative source of income. James Whitcomb Riley equals the income of a city bank's president by his readings, while Bill Nye cleared over \$40,000 during 1891 from his platform appearances. George W. Cable receives \$100, as a rule, each time that he reads. Max O'Reil gets \$200 for an evening's work of telling American women how much superior they are to reads from them in public. Wallace's readings from "Ben-Hur" for one year brought him one-half the salary of the President of the United States. Edmund Clarence Stedman's lectnres on "Poetry" command much larger son Page has too active a law practice to permit of his reading too often, but he inds it profitable whenever he chooses to

TRIALS OF THE AUTHOR-LECTURER.

A few weeks ago I traveled through the West for some successive days with Max O'Rell on his lecture tour, and I realized that a man must have robust health to stand the strain of a circuit laid out for him by a lecture bureau. In order to make it profitable for manager and lecturer, the author must "read" somewhere every evening, and dates cannot always be made to the best advantage of the lecturer's comforts. The lecturer manager is merciless. He thinks nothing of a jump of | pastor while abroad a few hundred miles between evenings. As the witty author of "John Bull" said to me: "Pond pushes the button, and I am expected to do the rest, even though he fixes Quebec for one night and New Oreans for the next, until I am beginning to tract." The seasoned lecturer bears the strain because years have accustomed him to it; but the author feels it, and some go under in the ordeal. George Kennan has nearly worn himself out, while to Sir Edwin Arnold the strain was too great and he gave in. The younger Charles Dickens told me in London last summer that he never could stand the ordeal again, while Oscar While shuddered at the thought of a repetition of his American lecturing tour. Even the wiry Bill Nye has broken down twice this year. And an unusual success. In fact, neither thus, while the platform is inviting to the publishers nor author looked for popular author in one respect, it likewise means shattered health to him, unless he has the physique necessary to stand the terrific strain of constant travel and the discomforts which life on the rail, despite Some of the experiences of the prominent | ecturers of the day are at times as exciting as a military campaign. Will Carleton was on his way to Manstield, Pa., one day ast week, where he was to deliver his ecture. "The Drama of Human Nature." On arriving at Elmira he found that the | in which successes are made where they last Mansfield train had gone, and was are least expected. I happen to know of already some fifteen or twenty miles several cases where certain books were acdown the line. Within fifteen minutes cepted for publication, small first editions fact lamentably forced upon one in the Mr. Carleton had chartered a special printed, and the publishers found

engine, which was fortunately at the depot, already steamed up, and was in hot pursuit of the inconsiderate train. The track was ordered cleared for him, the switches spiked down, and the engineer told to "let her out," which he did with a relish, being one of the best "hustlers" on the road. The people had never seen such time made before on that division; and, time made before on that division; and, having heard that a too-far-away train was to be overhauled, they rushed to the doors, windows and stations, only to see the engine rush past in one glimpse of smoke and flame. After an exciting race Mr. Carleton overhauled the train near Tioga Junction, transferred to it, sent his borrowed engine home, and reached Mansfield just in time for the lacture, being greeted by nearly a thousand people, many of whom were at the depot, the whole town having learned by telegraph of what was going on up the line, and feeling the intense interest naturally awakened by such tense interest naturally awakened by such an episode. It is needless to say that the ecture hall was packed almost to suffoca-

A CARLYLE FIND. A new literary sensation is expected in the publication of a hitherto unknown manuscript of Thomas Carlyle. It is to be a novel and will be assued in book form by the Appletons. As Carlyle was known by his friends as having attempted a novel. the publication of the book is expected to arouse an amount of interest proportionate to the length of time it has been delayed in poetry nets him \$200 each time that its issue. The name of the novel is "Wotton Reinfred," and his brographer, James Anthony Fronde, has said after a reading of the manuscript, that it reveals the suave power that characterizes Carlyle's other works, while it has an added interest in the characters presented, many fees than they do audiences. Thomas Nel- | of whom are well-known men with whom he has had an acquaintance, and whom he could without difficulty identify, although surrounded by partly fictitious circum-

> TALK ABOUT LITERARY MATTERS. Max O'Rell wears on his right hand a large and handsome bloodstone ring, which, for a time, Henry Ward Beecher carried on one of his fingers, and which was often admired. After Mr. Beecher's death, it was presented by Mrs. Beecher to the witty Frenchman as a token to his admiration of the great preacher, and in remembrance of kindness shown by the author of "John Bull" to the Plymouth Blanche Davenport is about to emulate the example of her sister, Fanny Davenport, and take up the pen and devote much of her time to literary work.

Mrs. Burton Harrison, the author of "The ook upon myself as a sort of Pond's ex- | novel called "Una and King David." The story deals with old Virginia times during the war, and will reflect the people and customs of those days. publisher nowadays-that is, to be a publisher who knows just the kind of book

that will be successful. I think it was about two weeks ago that the Scribbers brought out a book entitled, "The Sabbath in Puritan New England" The work is interesting and well written, yet there seemed nothing about it to make more than a moderate sale for it. Yet here is the book running through three successive editions, and a fourth is ready on the counters, with orders coming in which promise to make a fifth reprint very probable. The author of the book is Mrs. Alice Morse Earle, a clever Brooklyn woman, yet of whom the literary world scarcely heard before. She is now completing a new book, which the Scribners will shortly issue. There is no question but that the book publishing business is a game of chance,